

# Acquisition Reform Success Story

## Multiple Vendors Solve Skyrocketing Item Demand Rate

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**Contractor:** DuPont Tribon Composites  
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### Program Description

A single bearing sleeve used in the F100/200/220 engine overhaul went “critical” overnight when the depot replacement factor went from 20% to 100%. No single qualified vendor could produce the 40,000 needed annually and satisfy the immediate backlog of over 47,000 units.

### How Streamlining Made a Difference

Recent acquisition reform streamlining initiatives endorse a trend toward issuing multiple contracts with award decisions made at the time of order using criteria specified in the basic contract. Using this concept, two contracts were awarded for the one bearing sleeve based on (1) price, (2) production capability, and (3) demonstrated past performance. The historical price for this item varied from \$9 to \$14. The low offeror priced the bearing sleeve at \$6.50 with an annual capability of 24,000 units but needed to pass first article testing before placing orders. The next low offeror's price was \$7.50 with an annual capability of 50,000 units. While the low offeror was going through source qualification, the next low offeror received an emergency order for 45,000 units to fill current “mission critical” need. Delivery began within 30 days, keeping the depot maintenance repair line open. Each contract is a multiple year contract with 4 option years.

Measure	FROM	TO
Lower Unit Cost	\$9 - \$14	\$6.50 - \$7.50
Improved Delivery	180 days	30 days
Reduced Administrative Lead Time	115 days	25 days

**Bottom Line:** Awarding multiple contracts satisfied five fold increase in item demand rate (doing it **better**), lowered administrative and production lead times 80% (doing it **faster**), and lowered average cost per unit by 40% (doing it **cheaper**).